



# Director's Regulatory Summit

## 2016

## Half-Day Producer Track Agenda

### Decoding Cybersecurity: It's All About Risk Management

Data breaches are front page news nearly every day and, as a result, the cyber insurance market is exploding. Despite this, many in the insurance industry don't fully grasp the risks they face in their own operations. Even more don't realize how the insurance industry may be the catalyst that finally compels the business world to take cybersecurity seriously. This keynote session will feature experts in cybersecurity and the cyber insurance market who will discuss the unique risks the insurance industry faces, best practices for mitigating cyber risk, the state of the current cyber insurance market and what the future holds.

### Trends & Transformations Impacting Today's Producer

Get a bird's-eye view on what is happening nationally in the insurance industry, how the insurance market is changing and how this can impact you and your policyholders. Consumer trends, technology and a continually evolving regulatory environment are changing the role and responsibilities of insurance producers. In this session, regulators and industry experts will dissect a number of current issues and talk about how they are changing the landscape for today's producers. Whether it is rebating, financial exploitation or the recently re-leased Department of Labor Fiduciary Rule, this session will hit some of the hottest issues on the minds of insurance producers today.

### Producer Investigations and Disciplinary Actions 101

A panel of regulators and industry representatives will discuss producer investigations and recent trends for enforcement actions in Missouri and Kansas. They will highlight the primary types of enforcement actions and the authority and grounds for license discipline in Missouri and Kansas. Producers will hear from experts about what happens during an investigation, circumstances that may lead to an enforcement action and best practices for cooperating with regulators during an investigation.

### Getting Social with Consumers

Producers can learn about department resources they can leverage to engage and educate their policyholders. The department works to reach consumers through multimedia storytelling on platforms that matter to them. Also, producers will learn about social media best practices and how to avoid compliance issues with the companies they work with and regulators.

